

**Westlife Foodworld Limited**  
(Formerly known as Westlife Development Limited)



**Reported Operating Performance (consolidated)**

In ₹ million

Particulars	Quarter ended		Growth % in Q2 FY23 over Q2 FY22	Quarter ended June 30, 2022	Growth % in Q2 FY23 over Q1 FY23
	September 30, 2022	September 30, 2021			
<b>REVENUES</b>					
Sales	5,702.3	3,806.4		5,361.7	
Other Operating Income	20.6	46.7		16.9	
Net Gain on fair value changes in value of Investments	1.4	1.2		0.7	
<b>TOTAL REVENUES</b>	<b>5,724.2</b>	<b>3,854.3</b>	<b>48.5%</b>	<b>5,379.3</b>	<b>6.4%</b>
<b>OPERATING COSTS AND EXPENSES</b>					
<b>Restaurant Operating Cost and Expenses</b>					
Food & Paper	1,976.2	1,359.5		1,920.7	
Payroll and Employee Benefits	507.4	360.3		425.8	
Royalty	261.9	172.9		245.9	
Occupancy and Other Operating Expenses	1,679.5	1,290.7		1,622.9	
<b>Total</b>	<b>4,425.0</b>	<b>3,183.4</b>		<b>4,215.3</b>	
<b>RESTAURANT OPERATING MARGIN (RoM)</b>	<b>1,299.2</b>	<b>670.9</b>	<b>93.7%</b>	<b>1,164.0</b>	<b>11.6%</b>
<b>RoM (% of Total Revenues)</b>	<b>22.7%</b>	<b>17.4%</b>		<b>21.6%</b>	
General & Administrative Expense	311.2	213.4		243.3	
<b>OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)</b>	<b>988.0</b>	<b>457.4</b>	<b>116.0%</b>	<b>920.7</b>	<b>7.3%</b>
<b>Operating EBITDA (% of Total Revenues)</b>	<b>17.3%</b>	<b>11.9%</b>		<b>17.1%</b>	
Other (Income) / Expense, net	(54.1)	(39.4)		(0.2)	
Extraordinary Expenses *	30.7	13.0		30.3	
Depreciation	366.3	338.1		357.9	
Financial Expense (Interest & Bank Charges), net	225.5	204.4		215.0	
<b>PROFIT/(LOSS) BEFORE TAX (PBT)</b>	<b>419.6</b>	<b>(58.7)</b>		<b>317.6</b>	
<b>PBT (% of Total Income)</b>	<b>7.3%</b>	<b>-1.5%</b>		<b>5.9%</b>	
Exceptional items	-	-		-	
<b>PROFIT/(LOSS) BEFORE TAX AND EXCEPTIONAL ITEM (PBT)</b>	<b>419.6</b>	<b>(58.7)</b>		<b>317.6</b>	
<b>PAT (% of Total Income)</b>	<b>7.3%</b>	<b>-1.5%</b>		<b>5.9%</b>	
Tax	104.1	(14.5)		81.8	
<b>REPORTED PROFIT/(LOSS) AFTER TAX (PAT)</b>	<b>315.5</b>	<b>(44.2)</b>		<b>235.8</b>	
<b>PAT (% of Total Income)</b>	<b>5.5%</b>	<b>-1.1%</b>		<b>4.4%</b>	
Other Comprehensive Income					
(a) Items that will not be reclassified to Profit or Loss	6.7	(13.6)		(5.7)	
(b) Income tax on items that will not be reclassified to Profit or Loss	(1.7)	3.4		1.4	
<b>REPORTED PROFIT / (LOSS) AFTER TAX (PAT)</b>	<b>320.4</b>	<b>(54.4)</b>		<b>231.5</b>	
<b>PAT (% of Total Income)</b>	<b>5.6%</b>	<b>-1.4%</b>		<b>4.3%</b>	
Cash Profit After Tax (INR million)	680.2	262.4		551.2	
New Restaurants Opened	6	5		5	

\* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure and onetime ESOP charge (Refer to note 4 in financial results for further details)

**Westlife Foodworld Limited**  
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**Reported Operating Performance (consolidated)**

In ₹ million

Particulars	Year ended		Growth % in YTD FY23 over YTD FY22
	September 30, 2022	September 30, 2021	
<b>REVENUES</b>			
Sales	11,064.0	6,386.4	
Other Operating Income	37.4	57.2	
Net Gain on fair value changes in value of Investments	2.1	2.3	
<b>TOTAL REVENUES</b>	<b>11,103.5</b>	<b>6,445.9</b>	<b>72.3%</b>
<b>OPERATING COSTS AND EXPENSES</b>			
<b>Restaurant Operating Cost and Expenses</b>			
Food & Paper	3,896.9	2,255.8	
Payroll and Employee Benefits	933.2	626.2	
Royalty	507.8	288.8	
Occupancy and Other Operating Expenses	3,302.4	2,349.2	
<b>Total</b>	<b>8,640.3</b>	<b>5,520.0</b>	
<b>RESTAURANT OPERATING MARGIN (RoM)</b>	<b>2,463.2</b>	<b>925.9</b>	<b>166.0%</b>
<b>RoM (% of Total Revenues)</b>	<b>22.2%</b>	<b>14.4%</b>	
General & Administrative Expense	554.5	417.4	
<b>OPERATING EARNINGS BEFORE INTEREST, TAX AND DEPRECIATION (EBITDA)</b>	<b>1,908.7</b>	<b>508.4</b>	<b>275.4%</b>
<b>Operating EBITDA (% of Total Revenues)</b>	<b>17.2%</b>	<b>7.9%</b>	
Other (Income) / Expense, net	(54.3)	(103.2)	
Extraordinary Expenses*	61.1	38.6	
Depreciation	724.3	670.2	
Financial Expense (Interest & Bank Charges), net	440.5	407.6	
<b>PROFIT/(LOSS) BEFORE TAX (PBT)</b>	<b>737.1</b>	<b>(504.7)</b>	
<b>PBT (% of Total Income)</b>	<b>6.6%</b>	<b>-7.8%</b>	
Exceptional items	-	-	
<b>PROFIT/(LOSS) BEFORE TAX AND EXCEPTIONAL ITEMS (PBT)</b>	<b>737.1</b>	<b>(504.7)</b>	
<b>PAT (% of Total Income)</b>	<b>6.6%</b>	<b>-7.8%</b>	
Tax	186.0	(126.6)	
<b>REPORTED PROFIT/(LOSS) AFTER TAX (PAT)</b>	<b>551.1</b>	<b>(378.1)</b>	
<b>PAT (% of Total Income)</b>	<b>5.0%</b>	<b>-5.9%</b>	
Other Comprehensive Income			
(a) Items that will not be reclassified to Profit or Loss	0.9	(12.9)	
(b) Income tax on items that will not be reclassified to Profit or Loss	(0.2)	3.2	
<b>REPORTED PROFIT / (LOSS) AFTER TAX (PAT)</b>	<b>551.8</b>	<b>(387.8)</b>	
<b>PAT (% of Total Income)</b>	<b>5.0%</b>	<b>-6.0%</b>	

Cash Profit After Tax (INR million)	1,231.4	142.2	
New Restaurants Opened	11	5	

\* One-time expenses on account of assets written-off pertaining to restaurants relocation/closure and onetime ESOP charge (Refer to note 4 in financial results for further details)